

CONTRACT

WBAL_AM
3800 Hooper Avenue
Baltimore, MD 21211
(410)467-3000

And:

Strategic Media Services, Inc
1911 North Ft Myer Dr
Suite 400
Arlington, VA 22209

Contract / Revision 1566214 /		Alt Order # 30392274
Product Maryland		
Contract Dates 01/02/17 - 01/08/17		Estimate # 2726
Advertiser American Petroleum Institute		Original Date / Revision 12/29/16 / 12/30/16
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property WBAL_AM	Account Executive Terry Houston	Sales Office Eastman-Los An
Special Handling		
Demographic Adults 35+		
Agy Code 9912521	Advertiser Code	Product 1/2
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WBAL	01/02/17	01/08/17	MORNING DRIVE	6:00 AM-10:00 AM		:30				NM	8	\$3,600.00
				POL- ISSUE NON PREEMPTIBLE									
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		01/02/17	01/08/17	MTWTF--				8	\$450.00				
N 2	WBAL	01/02/17	01/08/17	MIDDAY	10:00 AM-3:00 PM		:30				NM	8	\$2,200.00
				POL- ISSUE NON-PREEMPTIBLE									
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		01/02/17	01/08/17	MTWTF--				8	\$275.00				
N 3	WBAL	01/02/17	01/08/17	AFTERNOON DRIVE	3:00 PM-7:00 PM		:30				NM	8	\$2,800.00
				POL- ISSUE NON PREEMPTIBLE									
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		01/02/17	01/08/17	MTWTF--				8	\$350.00				
Totals								0.00				24	\$8,600.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
12/26/16 -01/06/17	24	\$8,600.00	(\$1,290.00)	\$7,310.00
Totals	24	\$8,600.00	(\$1,290.00)	\$7,310.00

Signature: _____ Date: _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Hearst Television Inc, does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.

Dec 29, 16
 CONT# 30392274 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WBAL-AM (Baltimore, MD)
 FM TERRANCE HOUSTON
 OFF PHILADELPHIA
 AGY STRATEGIC MEDIA SERVICES
 ADDR 1911 NORTH FT MYER DRIVE SUITE 400
 ARLINGTON, VA 22209

DDS CONT# 0
 C/P/E: / / 2726

SALESPERSON FAX#

PH # 202-337-5700

BYR BEN RHEAULT
 ADV AMERICAN PETROLEUM INSTITUTE 2017
 PDT Maryland
 FLT Jan 02, 17 - Jan 08, 17

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	MTWTF..	6A - 10A	30	1/2/2017 - 1/6/2017	1W	8	\$450.00	8
	1.2	MTWTF..	10A - 3P	30	1/2/2017 - 1/6/2017	1W	8	\$275.00	8
	1.3	MTWTF..	3P - 7P	30	1/2/2017 - 1/6/2017	1W	8	\$350.00	8
					** WEEKLY FLIGHT TOTALS **		24	\$8,600.00	

	Jan 17						
SPOTS	24						
CASH	8600.00						
TRADE	0.00						
NSL	0.00						
TOTAL	8600.00						

						TOTAL
SPOTS						24
CASH						8,600.00
TRADE						0.00
NSL						0.00
TOTAL						8,600.00

**** Competitive Comments ****

SVC: FA99 MSA CustRadio
 Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

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Strategic Media Services, Inc
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Product Maryland		
Contract Dates 01/09/17 - 01/15/17	Estimate # 2727	
Advertiser American Petroleum Institute		Original Date / Revision 12/30/16 / 12/30/16
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property WBAL_AM	Account Executive Terry Houston	Sales Office Eastman-Philad
Special Handling		
Demographic Adults 35+		
Agency Code 9912521	Advertiser Code	Product 1/2
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AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: WBAL-AM BALTIMORE, MD	Date: 12/30/16
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I, Neil Williams

do hereby request station time concerning the following issue:

Maryland energy

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

This broadcast time will be used by: American Petroleum Institute

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"
☐ Yes ☒ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

energy

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Address: 1220 L St NW # 900, Washington, DC 20005
Phone:(202) 682-8000

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Jack Gerard - President & CEO

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

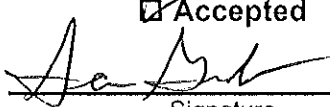
THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least 2 DAYS before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

	neil williams	<small>Digitally signed by neil williams DN: cn=neil williams, o=Strategic Media Services, ou= email=neilwilliams@strategicmediaservices.com, c=US Date: 2016.10.10 11:52:45 -0400</small>	2023375700
_____	_____	_____	_____
Date	Signature		Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

<input checked="" type="checkbox"/> Accepted	<input type="checkbox"/> Accepted in Part	<input type="checkbox"/> Rejected
	SEAN GRODE	POLITICAL ADVERTISING
_____	_____	_____
Signature	Printed Name	Title